

# savi+ Public Promise Insurance

Powered by  NACo

# Student Debt Navigator



# Meet the Speaker

## Tony Raffa

### Director of Development Strategy at Savi



Tony is a purpose driven entrepreneur focused on creating meaningful social impact. Since joining Savi, he has led development strategy to help borrowers navigate student debt and access life changing forgiveness opportunities.

Previously, Tony spent six years at Marcum Social Capital Advisors supporting mission driven organizations in securing funding and scaling impact. He is also an experienced founder, having launched multiple ventures including DSY, LLC and Zombie Coffee, and remains actively involved in mentoring entrepreneurs through the University of Georgia's Society of Entrepreneurs.

Tony's work and insights on social entrepreneurship have been featured in numerous publications, reflecting his belief in the power of business as a force for good.

# Meet Savi

Savi is a public-benefit social impact company founded by student loan experts and policymakers.

We understand the stress and hardship that come with the cost of higher education.

That's why we built accessible tools and features to help borrowers navigate their student loans, save for retirement, and discover new education options.

Our technology enables us to simplify the student debt management experience, giving borrowers one less thing to worry about.

Since 2017, Savi has helped borrowers find **\$5 billion in student loan savings** across **10,000+ employers** and membership groups.



# 45M+ Americans have a Combined \$1.7 Trillion in Student Debt



## 63%

reported having difficulty making their student loan payments.<sup>2</sup>

## 36% less

amount Americans making student loan payments have saved for retirement.<sup>3</sup>

## 83%

want their employers to help them with student loan debt.<sup>4</sup>

1. Melanie Hanson, "Student Loan Debt Statistics," EducationData.org, January 15, 2025, [educationdata.org/student-loan-debt-statistics](https://educationdata.org/student-loan-debt-statistics).

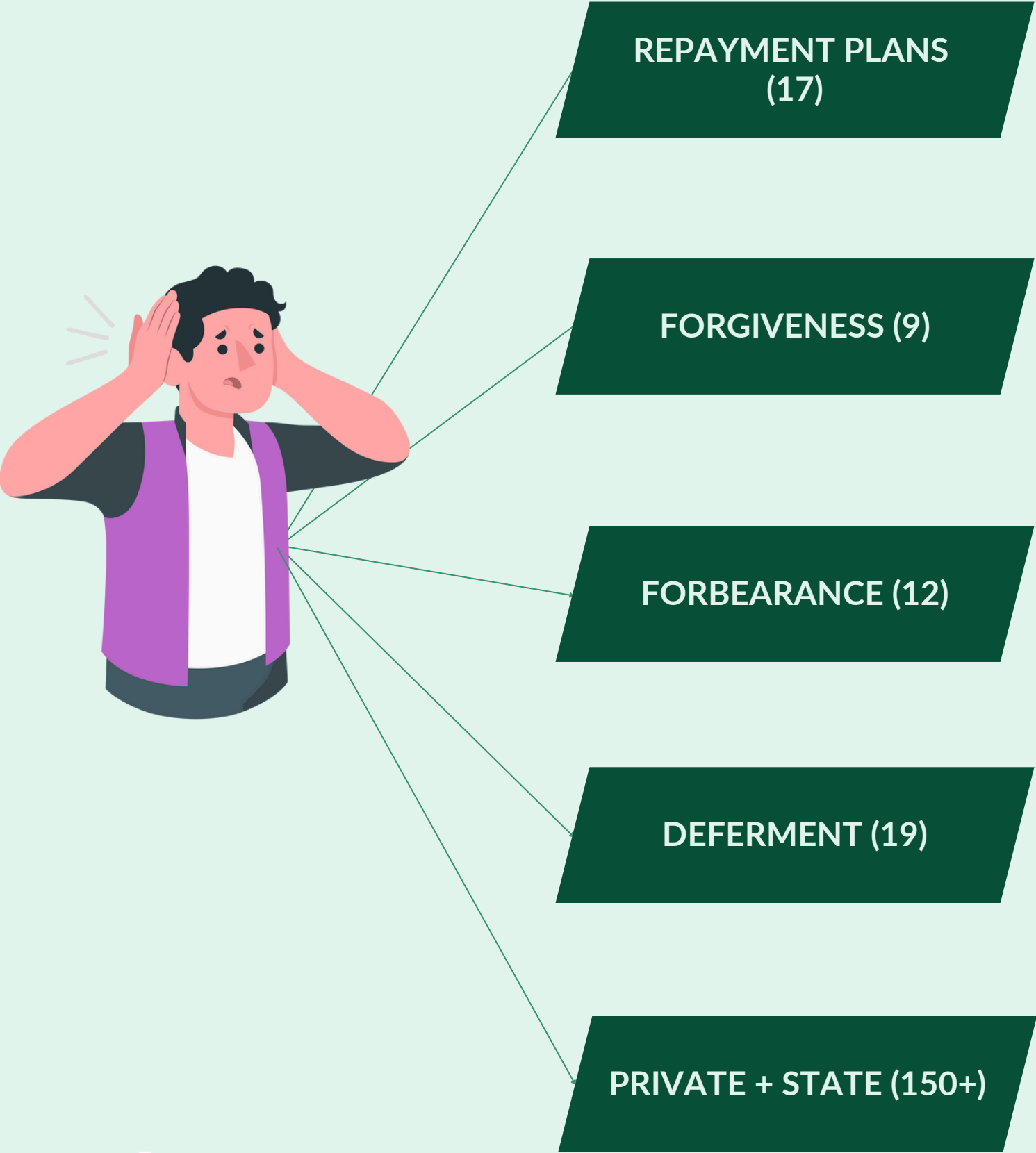
2. Consumer Financial Protection Bureau, Insights from the 2024 – 2024 Student Loan Borrower Survey, November 2024

3. Student Loans and Retirement Preparedness, EBRI Issue Brief, No. 601, February 8, 2024.

4. Betterment at Work, The Retirement Readiness Annual Report, A Survey of Employee Retirement Readiness, Financial Wellness, and Benefits Needs and Expectations in 2023



# Borrowers Face a Maze of Options



- DL Standard Pre-HERA
  - FFELP/DL Standard Post-HERA (4)
  - DL Graduated Pre-HERA
  - FFELP/DL Graduated Post –HERA (4)
  - DL Extended Pre-HERA
- Teacher Loan Forgiveness
  - Loan Forgiveness for Service in Areas of National Need
  - Civil Legal Assistance Attorney Student Loan Repayment Program
- Teacher Loan Forgiveness
  - Loan Forgiveness for Service in Areas of National Need
  - Civil Legal Assistance Attorney Student Loan Repayment Program
- School (1)
  - School Half-Time (2)
  - Post Enrollment (1)
  - Graduate Fellowship (3)
  - Unemployment Deferment (2)
- Alabama Math and Science Teacher Education Program (AMSTEP)
  - SHARP Program Primary Care Provider Loan Repayment Program (PCPLRP)
  - CDA Foundation Student Loan Repayment Grant (1)
- Income-Sensitive
  - REPAYE
  - SAVE
  - Income-Contingent
  - **+8 more...**
- Income Based Repayment Plan Forgiveness
  - Pay As You Earn Repayment Plan Forgiveness
  - **+4 more....**
- Income Based Repayment Plan Forgiveness
  - Pay As You Earn Repayment Plan Forgiveness
  - **+ 7 more...**
- Post-Active Duty Student (3)
  - Teacher Shortage (2)
  - Internship/Residency Training (2)
  - Temporary Total Disability (2)
  - **+ 10 more...**
- Arkansas State Teacher Education Program (STEP)
  - California State Loan Repayment Program (SLRP)
  - **+ 150 more...**

# Public Service Loan Forgiveness



## About

A federal program designed to forgive the remaining balance on eligible federal student loans for borrowers after they make 120 qualifying payments.



## Eligibility for PSLF

- Work at a qualifying employer like a government organization (federal, state, local) or a not-for-profit 501(c)3
- Work full time
- Have Direct Loans
- Enrolled on an Income-Driven Repayment Plan



## \$300B in Savings Available

- Low awareness and uptake of program
- Complicated paperwork, previously high denial rate
- Annual re-enrollment



## A not-so-simple process

Only 3.3% of applications for Public Service Loan Forgiveness have been approved since the program's inception; 24.6% of denied claims are submitted with missing information.

# Policy Updates: Wage Garnishment & Default

- What's happening
  - Wage garnishment restart is paused for now
  - Collections posture is tightening, not reversing
- Why it matters
  - Garnishment can take up to 15% of disposable pay
  - Millions of borrowers are already delinquent
  - Credit scores are already being hit
- What's driving risk
  - Repayment plan transitions
  - Higher monthly payments
  - Servicing delays and backlog



**9 Million Borrowers  
are close to default  
and could be subject  
to involuntary  
collections**

(ED Press Release)

# Suite of Student Loan Debt Solutions

## Savi microsite with student loan guidance\*

### For employees

- Clarity
- Lower Payments
- Fewer Mistakes
- Tool to navigate repayment and forgiveness options
- Educational workshops
- Personalized 1:1 assistance from Savi student loan experts

### For employers

- Reduced Administrative Lift
- Remove Errors
- Custom Microsite
- Custom Communications toolkit
- Savi briefings and workshops
- Employer portal with reporting



## Administrative Solutions

Compliance Without Complexity

### SECURE 2.0 student loan retirement match support

#### Administrative support for SECURE 2.0 student loan match program

- Student loan payment tracking
- Student loan payment certification

### Student loan employer contribution

#### Flexible options for contributing to employees' student loans

- Recurring contributions
- One-time and milestone rewards
- Option to target benefit to specific employee groups

### Tuition reimbursement

#### Tuition assistance for employees pursuing further education

- Streamline submission and approval
- Track documentation and eligibility
- Ensure compliance with program guidelines

\* Included with all administrative solutions and available as a stand-alone.

# Lasting impact



\$2,244

Average annual payment reduction<sup>1</sup>



\$40k

Forgiven in total on average<sup>1</sup>



\$53M

In total savings<sup>2</sup>



\$5B

In total projected forgiveness<sup>2</sup>

1. Based on Savi’s internal measurements, Savi users saw average projected savings of \$140 per month, and an average projected forgiveness of \$40,000.  
2. As of 1/31/2025 based on Savi internal measurements.



# BORROWER SUPPORT

## Customer Support

- Call Center
  - Our US-based call center has a wait time of under 2 sec
- Chat & Email Line
  - Avg. first replay time less than 1 business day
- Set up 1-on-1 meetings with our loan experts
- New AI Chatbot

## Education Tools

- Savi hosts monthly webinars in which we review student policy updates and offer time for a live Q&A
- Savi has an extensive database of articles about policy updates, repayment questions, & FAQs



# Savi, Student Debt Navigator

## Check Eligibility

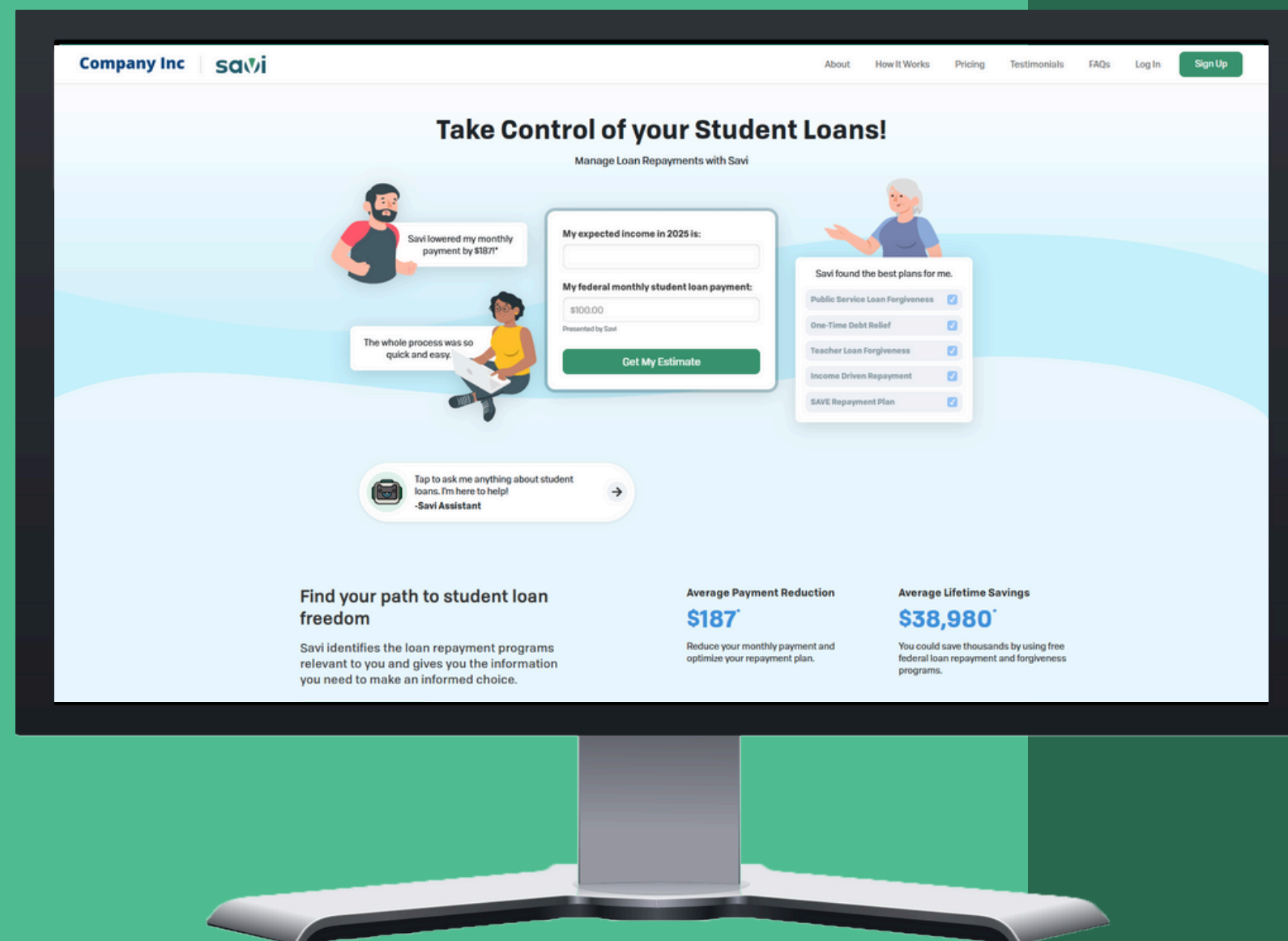
Savi checks your eligibility for student loan savings and over 150 forgiveness programs after entering loan information. The average borrower working with Savi has saved \$187/month on their student loan payment and found over \$40,000 in loan forgiveness.

## Complete Paperwork

Borrowers will review their options and work with Savi to complete their applications digitally and automatically - leaving no room for error.

## Receive Help Along the Way

Savi's team of student loan experts works with borrowers one-on-one to support their student loan situation, provide timely updates, and educational opportunities.



# STUDENT LOAN GUIDANCE

1

## Check Eligibility

Free for all  
users

**Family** [Learn more](#)

What state do you live in? [?](#)

Maryland

What is your most recent tax filing status? [?](#)

Single

What is your current marital status?

Single

How many dependents do you have? [?](#)

2

How many of them are children? [?](#)

2

What is your date of birth? [?](#)

01/01/1993

Next



**PLAN OPTIONS** [Learn more](#)

Savi has found 5 eligible plans.

[!](#) Currently all servicers are experiencing lengthy delays in processing IDR applications. You should still continue to submit your application. You can find more information [HERE](#).

★ **FORGIVENESS ELIGIBLE PLAN** [!](#)

**PAYE** [?](#)  
Pay As You Earn income-based repayment plan

[CONTINUE](#)

<b>\$106</b> ★ Monthly Payment \$116 less/mo	<b>\$26,322</b> Total Payment	<b>18yr 10mo</b> Until Repayment	<b>\$13,930</b> Loan Forgiveness Forgiveness eligible
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Show Plan Details [v](#)

Borrowers fill out a short 10 minute questionnaire.

Savi recommends the plan that will save you the most!

# STUDENT LOAN GUIDANCE


## 2 Sync Your Student Loans

Free for all  
users


×

### Add Loans


Please use one of the methods below to add a new loan to your Savi profile.

 **Phone Number** Recommended

Answer a few questions and sync loan information using phone number.

 **Upload Student Loan Data**

This is the most accurate way for Savi to assess your student loan information. Contains instructions on how to get your student loan data directly from the Department of Education.

 **Manual Input**

Provide all loan information manually.



### Loan Sync

[Learn more](#)

	Outstanding Balance	Interest Rate	Loans
<b>FEDERAL LOANS</b>	<b>\$20,000</b>	<b>6%</b>	<b>2</b>
Aidvantage	\$10,000	6%	View ▲
MOHELA	\$10,000	6%	View ▲

+ Add Loan

Next

It can be difficult to keep track of your loans, service providers, and interest rates.

With Savi, users can automatically pull their loan data and then view the total landscape of their federal loans.


# STUDENT LOAN GUIDANCE (Premium)

3

## Let Savi do the Rest!

Savi can digitally fill out and submit all forms on behalf of the user and their employer, and automatically notify borrowers when it is time to re-enroll in their payment plan.

98%  
ACCEPTANCE RATE

 **Income-Driven Repayment (IDR) Plan Request** OMB No. 1845-0102  
Form Approved  
Exp. Date: 08/01/2025

Pay As You Earn (PAYE), Income-Based Repayment (IBR), and Income-Contingent Repayment (ICR) plans under the William D. Ford Federal Direct Loan (Direct Loan) Program and Federal Family Education Loan (FFEL) Programs

**WARNING/IMPORTANT:** Any person who knowingly makes a false statement or misrepresentation on this form or on any accompanying document is subject to penalties that may include fines, imprisonment, or both, under the U.S. Criminal Code and 20 U.S.C. 1097.

**Section 1: Borrower Information**

Please enter or correct the following information.

☐ Check this box if any of your information has changed.

Social Security Number (SSN):

Name:

Address:

City:  State:

Telephone:

Email (optional):

**Section 2: Repayment Plan**

It's faster and easier to complete your IDR plan at [StudentAid.gov/IDR](https://studentaid.gov/IDR) and by requesting your loan holder or servicer for information at [StudentAid.gov/loan-simulator](https://studentaid.gov/loan-simulator). You can also log in at [StudentAid.gov/login](https://studentaid.gov/login). You can use your plan as taxable income when you file your taxes.

1. Select the reason you are requesting an IDR plan:

☐ I want to enter an income-driven repayment plan.

☐ I am submitting documentation for a deferment or forbearance.

[Skip to Item 3.](#)

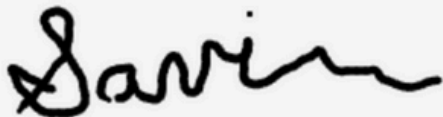
Federal Student Aid | [StudentAid.gov](https://studentaid.gov)

### Sign Form


You are digitally signing the following document

 INCOME-DRIVEN REPAYMENT (IDR) PLAN REQUEST

Use your mouse to draw in the box below. [Clear Signature](#)



☒ I agree to electronically sign this form

☐ I am currently not making payments because of a deferment or forbearance, and I do NOT want to start making payments until that deferment or forbearance ends. 

Save Signature

 MOHELA®

 nelnet®

aidVantage



# STUDENT LOAN EMPLOYER CONTRIBUTION

- Savi handles all the processing and coordination, contributing directly to employees' loan servicers
- Recurring Contributions – Monthly or quarterly payments
- One-Time Rewards – Bonuses for milestones or performance
- Targeted Distribution – Direct support to specific employee groups

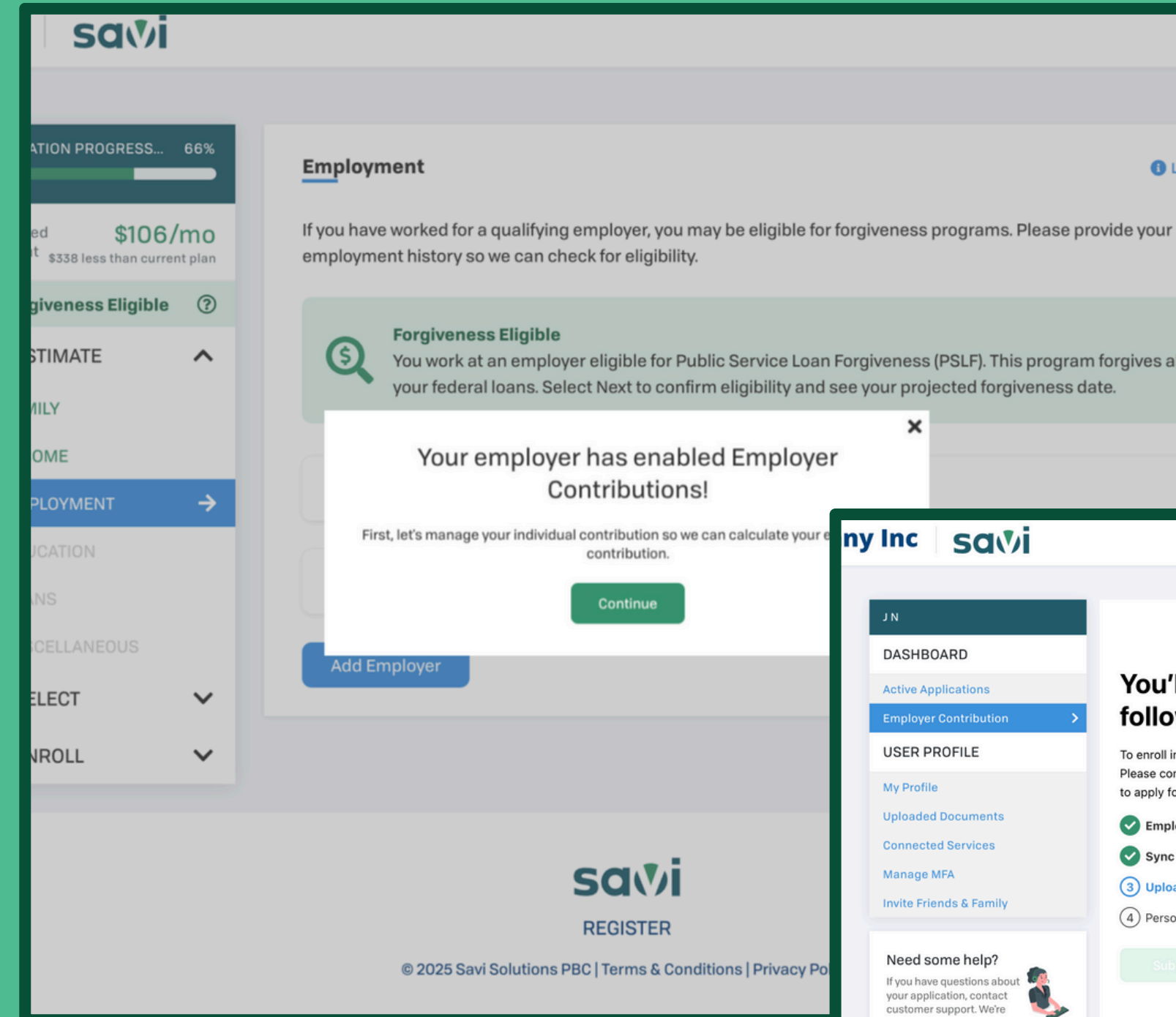


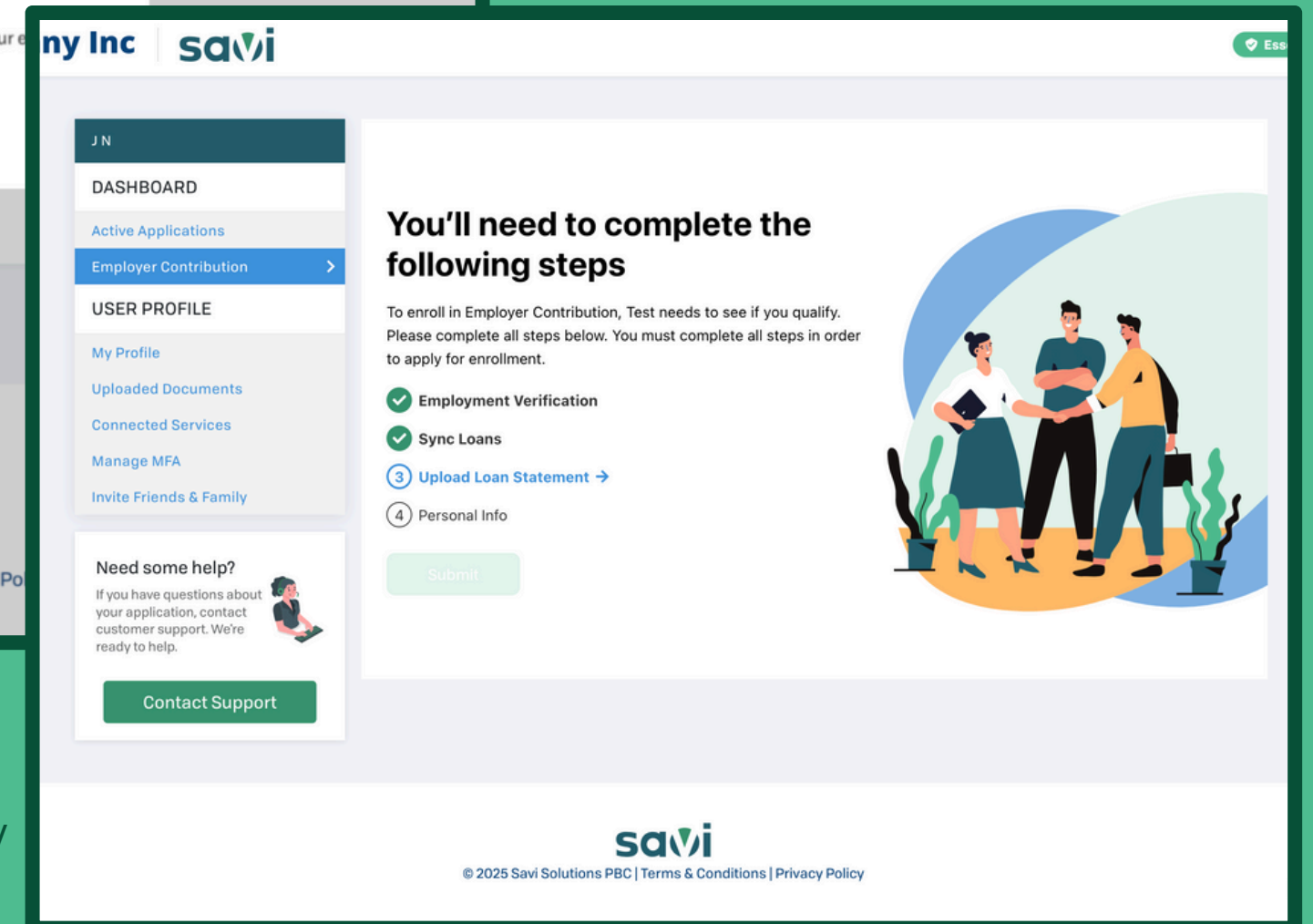
Image to the left:

This is a screenshot of when employee enters employment in the Student Loan Tool. Employers that opt in to Employer Contribution will activate a pop-up allowing employees to verify employment with approved emails

Image to the Right:

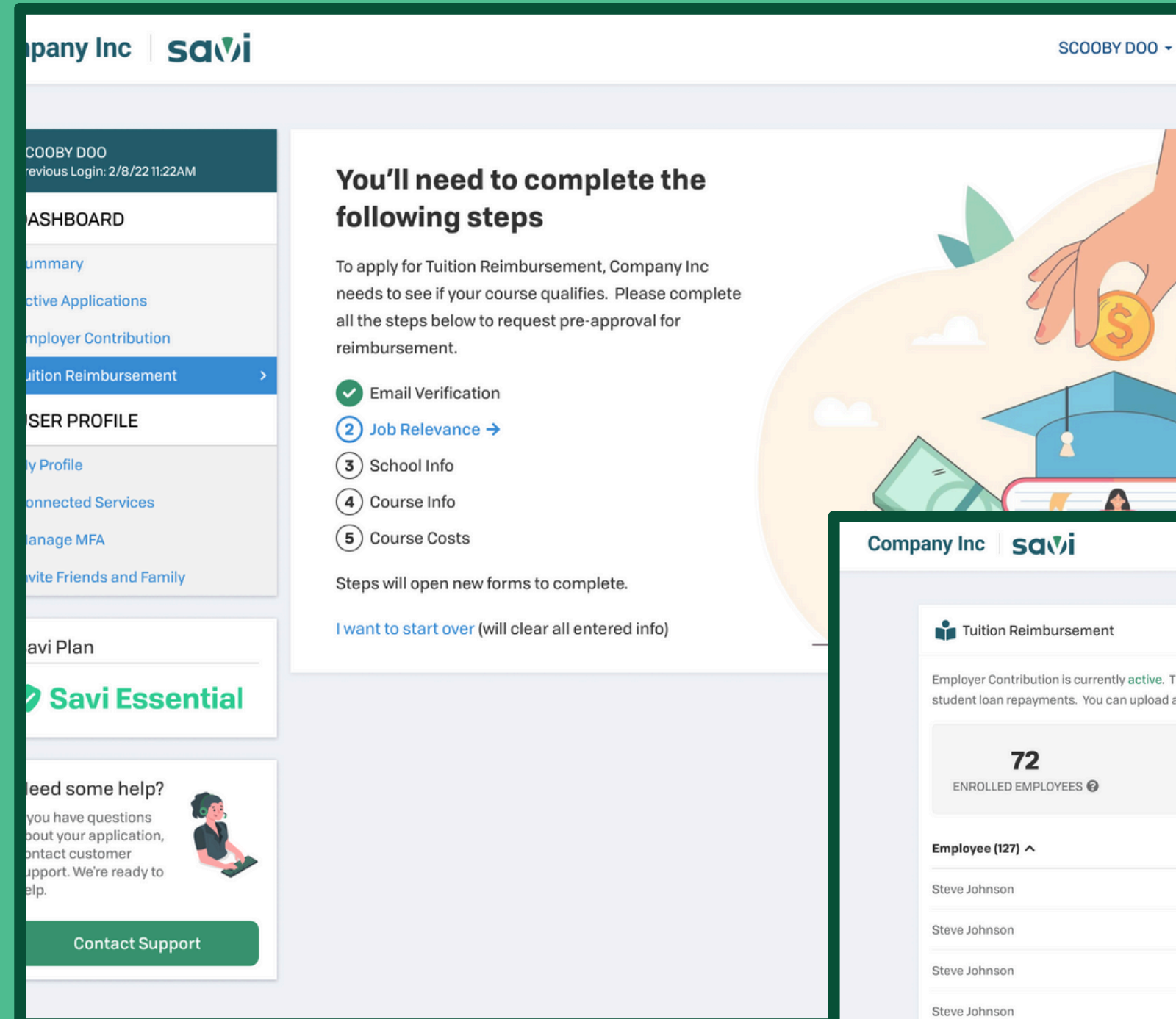
This is a screenshot of the employer contribution tab.

Employee will be able to see contributions here once they upload their loan statement



# TUITION REIMBURSEMENT

- **Savi automates the verification and approval process, reducing HR administrative workload and ensuring that employees receive their benefits**
- **Centralized tracking makes it easy to manage documentation, monitor employee progress, and confirm program compliance in real time.**



mage to the Left:

This is a screenshot of the tuition reimbursement tab. Employee will be able to track reimbursement here once they enter school and course information to reach plan compliance

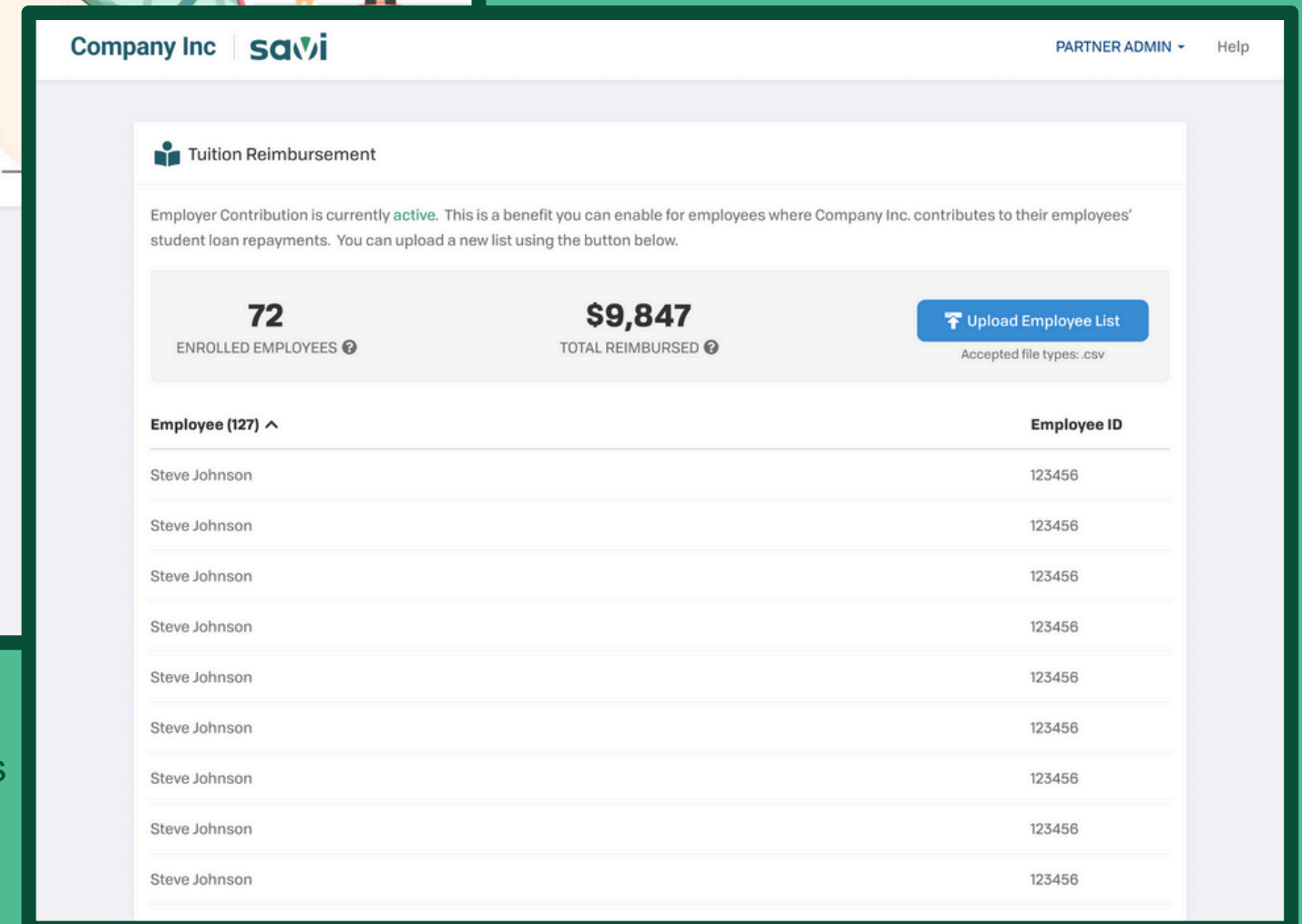


Image to the Right:

This is a screenshot of the admin dashboard. Employers will be able to see enrolled employees, upload a roster, and keep track of key reimbursement statistics

# SECURE 2.0 RETIREMENT MATCH SUPPORT

- Tracks and certifies eligible student loan payments to ensure compliance and accuracy.
- Connects with payroll and retirement systems to automate contribution matching
- Offloads documentation, tracking, and reporting to reduce administrative burden.
- Boosts retirement participation while managing student debt.

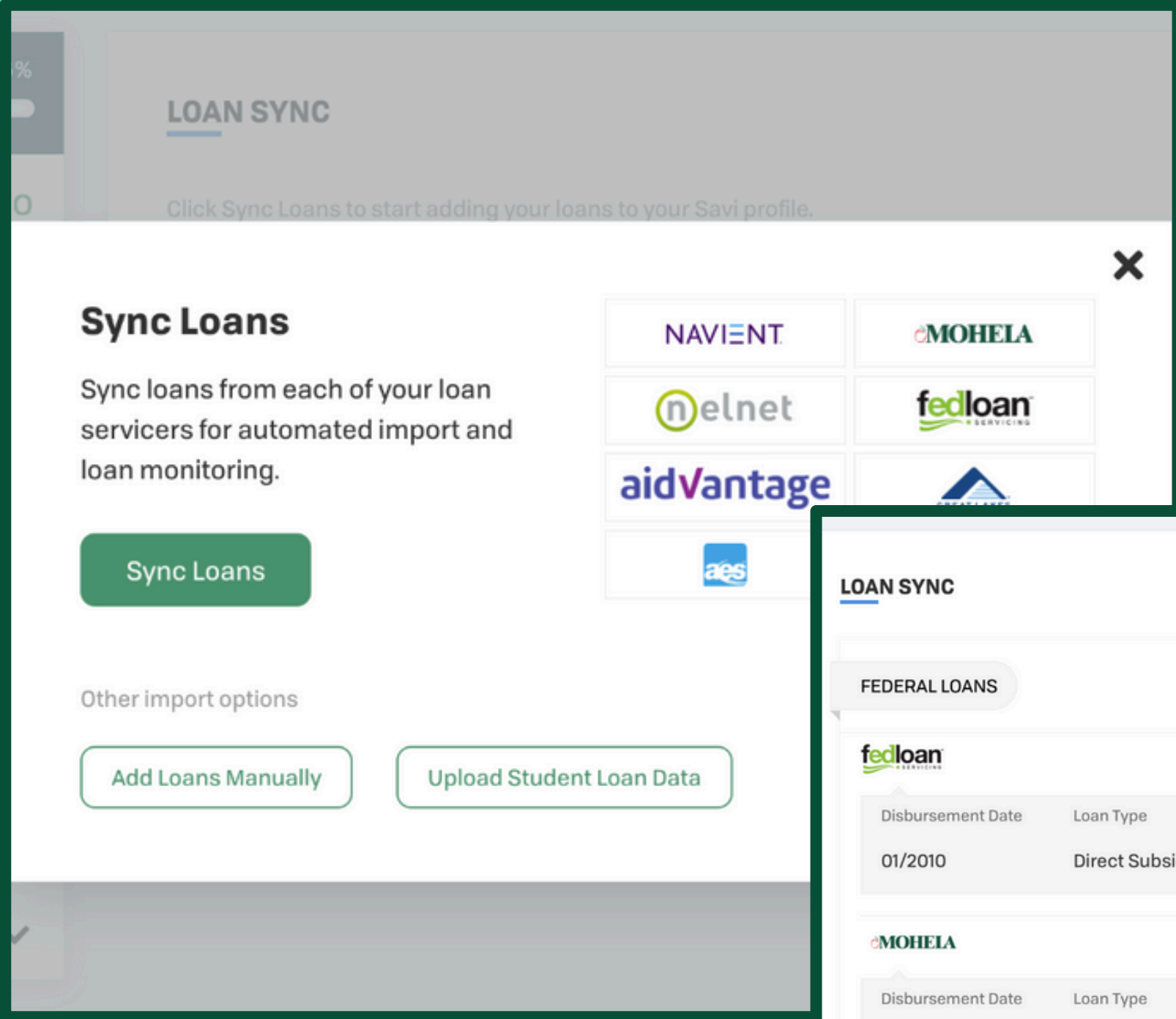
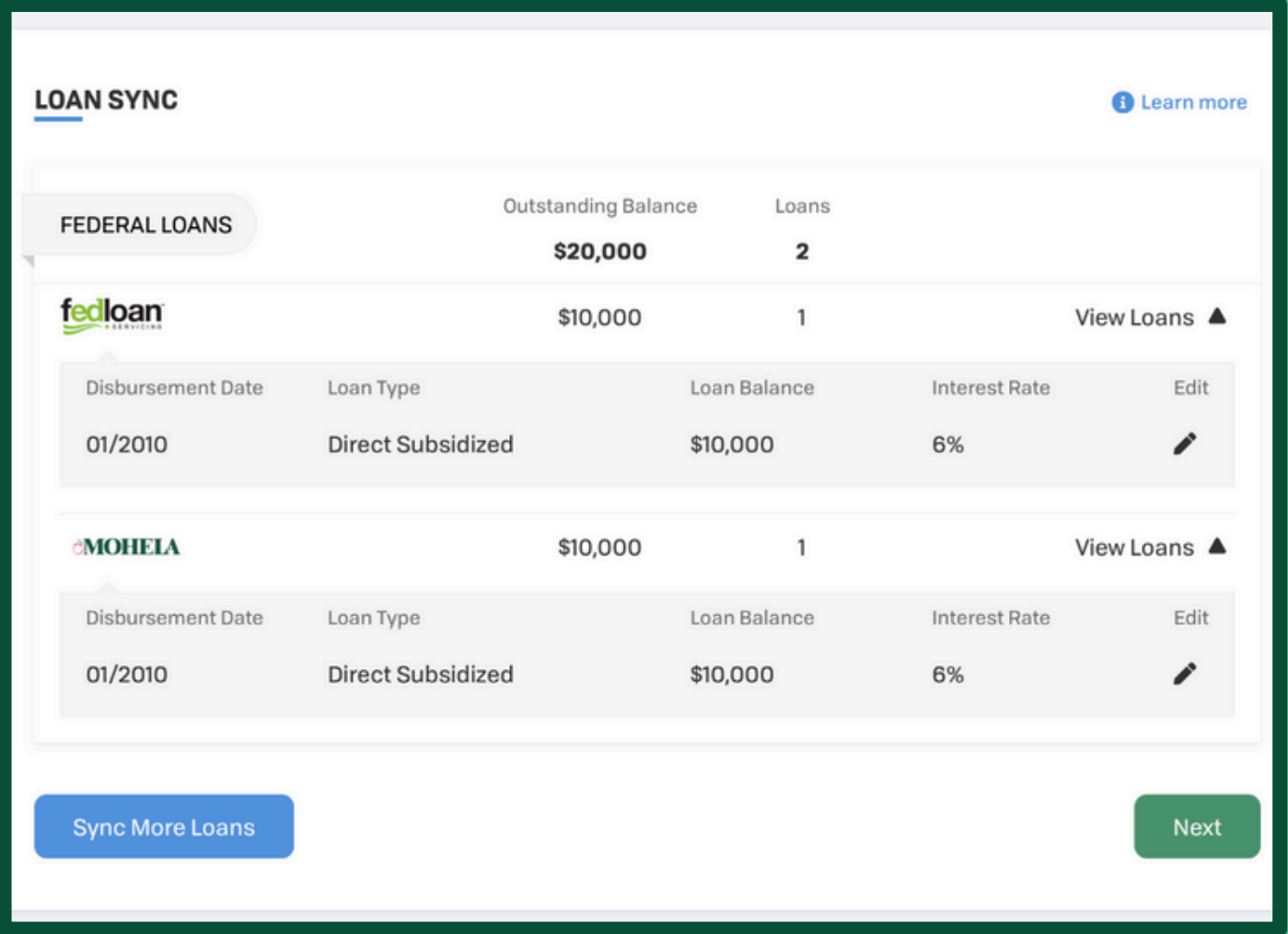


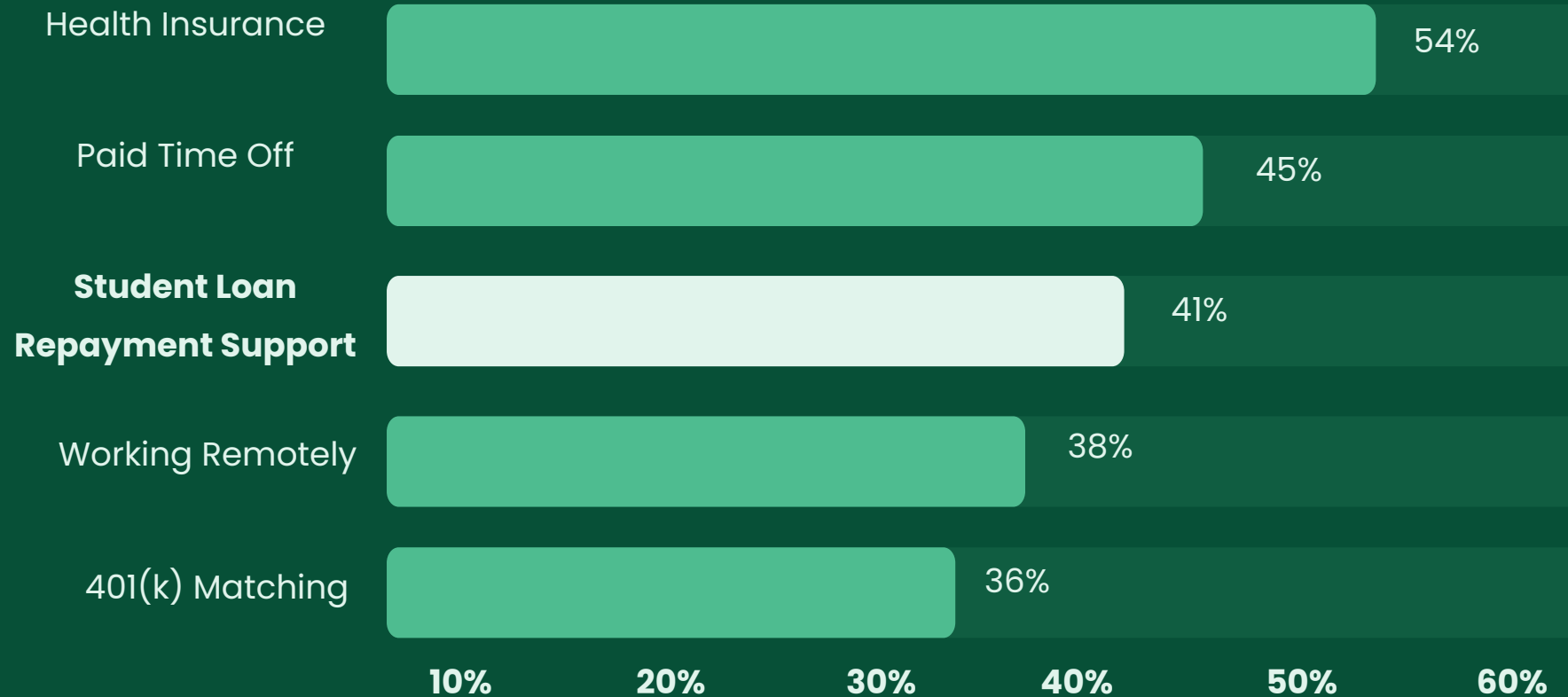
Image to the left:  
This is a screenshot the Loan Sync page.  
By syncing directly with loan servicers Savi can confirm payments and ensure compliance for Secure 2.0 payments

Image to the Right:  
This is a screenshot of the loan dashboard. Loans are displayed together allowing easy access and tracking as more payments are processed.



# RECRUITMENT & RETENTION

## Most Valued Benefits of Young Job Seekers'



SHRM Study

## User Averages

- Monthly Savings: \$187
- Annual Savings: \$2,244
- Loan Forgiveness: \$40,000



“Thank you for all of your help. This has been a blessing—I no longer feel alone and stressed about my student loan debt.”

—Program participant

### Company

Last updated: 8:18 PM

737

PREMIUM USERS ?

\$36,861,487

TOTAL DEBT MANAGED ?

\$187/mo

AVG PROJECTED SAVINGS ?

913

REGISTRATIONS ?

Since: Dec 2022

\$41,504

AVG PROJECTED FORGIVENESS ?

\$22,910,430

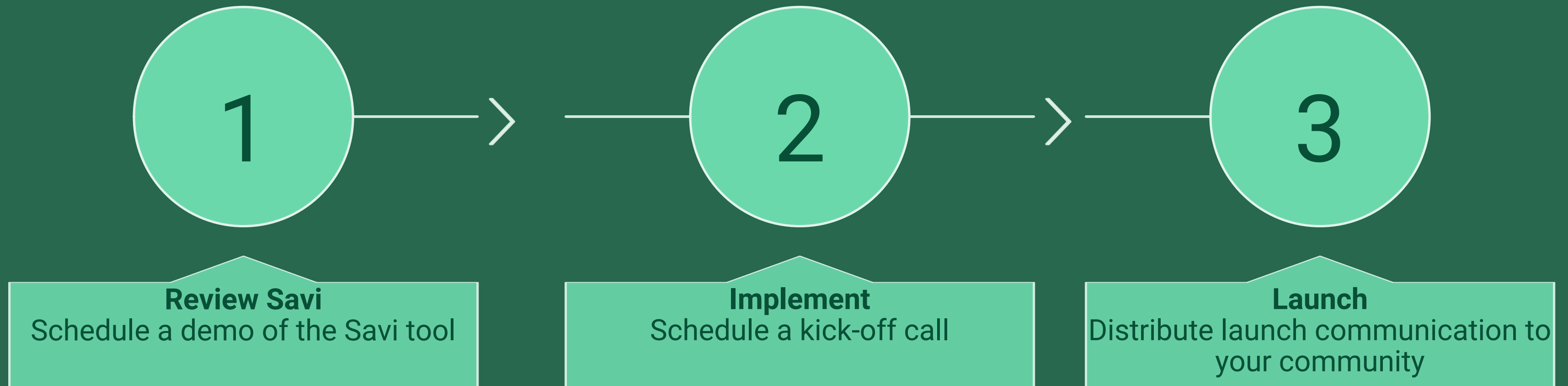
TOTAL PROJECTED FORGIVENESS ?

Example of a live dashboard showing savings and forgiveness metrics of employees



# Easy to implement – No IT setup required!

## launch in as little as 4 weeks





# Case Studies





## SAVI SUCCESS STORY

# Oakland County

"Part of the wonderful thing about the Savi Oakland County partnership is how easy this program is because from the county perspective, we have one landing site, we have one hub, and we also have on the backend one dashboard that helps us see how we're doing. That helps as a tool for Oakland County economic Development and Oakland County workforce development efforts to try and attract and retain talent, grow our tax base, grow our jobs base."

- Hon. Charlie Cavell,  
Commissioner, Oakland County, MI

**\$1,680**

average projected savings  
per year

**\$42,880**

average projected amount  
of student debt forgiven

As of February 24, 2025, based on Savi internal measurements. Results experienced may not be typical of all Savi users. Individual results will vary.





SAVI SUCCESS STORY

# Hennepin

“I wish SAVI would have been around for the last ten years! The support makes me feel less anxious and frozen when managing my student loan debt/forgiveness and understanding legislative updates, etc. that impact individuals working towards and qualifying for PSLF. I'm very grateful.”

- Anonymous, Hennepin County

“Savi did everything for me. I simply gave them access to my loan account and permission to contact my employer. They did everything else! I have been hearing about the PSLF updates but haven't had the time or energy to figure it out. My work offered this for free so I signed up and it was the best thing I did this year and it was practically effortless!”

- Anonymous, Hennepin County

**\$43,943**  
average projected amount  
of student debt forgiven

**\$28,431,256**  
Total Forgiveness Found

# Thank you!

Reach out to take the next step!

## Website

[bysavi.com/partner](https://bysavi.com/partner)

## Email Address

[Tony@bysavi.com](mailto:Tony@bysavi.com)

[CBlanchette@naco.org](mailto:CBlanchette@naco.org)

**“Savi is addressing a critical information gap** for millions of student loan borrowers. **I’m excited about their innovative model** and look forward to their **continued growth.**”

ARNE DUNCAN, FORMER SECRETARY OF EDUCATION

**savi** has been featured in...

**Forbes**

**FORTUNE**

**WSJ**



**The  
New York  
Times**

**yahoo!  
finance**

**n p r**

**TIME**

**TechCrunch**





## SAVI SUCCESS STORY

# University of Kentucky

“It was a no-brainer, really. We saw the need to do this—everyone saw the possibilities, so we didn’t have to do a lot of persuading. Savi has been very responsive and very proactive to work with.”

—Richard Amos  
Chief Benefits Officer

**\$876**

average projected savings  
per year

**\$53K**

average projected amount  
of student debt forgiven

As of February 24, 2025, based on Savi internal measurements. Results experienced may not be typical of all Savi users. Individual results will vary.





## SAVI SUCCESS STORY

# Boston Medical Center

“Savi understand the Public Service Loan Forgiveness program and how it works at our institution. This one-on-one advice really helps people make that decision to move forward. People are excited about the program and encourage their colleagues to sign up.”

—Kerry Ryan  
Benefits Director

**\$2,004**

average projected savings  
per year

**\$75K**

average projected amount  
of student debt forgiven

As of February 25, 2025, based on Savi internal measurements. Results experienced may not be typical of all Savi users. Individual results will vary.